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Personal Selling: Function, Theory and Practice

Young, James R.

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Personal Selling Function Theory And Practice

James Ryland Young, R. Wayne Mondy



Personal Selling Function Theory And Practice:

Personal Selling James Ryland Young, R. Wayne Mondy, 1982 **Personal Selling** James Ryland Young, R. Wayne Mondy, 1978-01-01 *Personal Selling* M. C. Cant, C. H. van Heerden, 2005-09 Outlining 10 steps in the personal selling process from prospecting for new business to closing a deal this guide explains the art of the sale The importance of listening to customers clarifying the difference between selling a product and a service and emphasizing the importance of business ethics are revealed Descriptions of the options available to those seeking a career in sales are included as is an exploration of the impact of the sales profession on the economy and a reminder that all jobs require some amount of selling Strategic Marketing Management: Theory and Practice Alexander Chernev, 2019-01-01 Strategic Marketing Management Theory and Practice offers a systematic overview of the fundamentals of marketing theory defines the key principles of marketing management and presents a value based framework for developing viable market offerings The theory presented stems from the view of marketing as a value creation process that is central to any business enterprise The discussion of marketing theory is complemented by a set of practical tools that enable managers to apply the knowledge contained in the generalized frameworks to specific business problems and market opportunities The information on marketing theory and practice contained in this book is organized into eight major parts The first part defines the essence of marketing as a business discipline and outlines an overarching framework for marketing management that serves as the organizing principle for the information presented in the rest of the book Specifically we discuss the role of marketing management as a value creation process the essentials of marketing strategy and tactics as the key components of a company's business model and the process of developing an actionable marketing plan Part Two focuses on understanding the market in which a company operates Specifically we examine how consumers make choices and outline the main steps in the customer decision journey that lead to the purchase of a company's offerings We further discuss the ways in which companies conduct market research to gather market insights in order to make informed decisions and develop viable courses of action Part Three covers issues pertaining to the development of a marketing strategy that will guide the company's tactical activities Here we focus on three fundamental aspects of a company's marketing strategy the identification of target customers the development of a customer value proposition and the development of a value proposition for the company and its collaborators The discussion of the strategic aspects of marketing management includes an in depth analysis of the key principles of creating market value in a competitive context The next three parts of the book focus on the marketing tactics viewed as a process of designing communicating and delivering value Part Four describes how companies design their offerings and specifically how they develop key aspects of their products services brands prices and incentives In Part Five we address the ways in which companies manage their marketing communication and the role of personal selling as a means of persuading customers to choose purchase and use a company's offerings Part Six explores the role of distribution channels in delivering the company

s offerings to target customers by examining the value delivery process both from a manufacturer s and a retailer s point of view The seventh part of the book focuses on the ways in which companies manage growth Specifically we discuss strategies used by companies to gain and defend market position and in this context address the issues of pioneering advantage managing sales growth and managing product lines We further address the process of developing new market offerings and the ways in which companies manage the relationship with their customers The final part of this book presents a set of tools that illustrate the practical application of marketing theory Specifically Part Eight delineates two workbooks a workbook for segmenting the market and identifying target customers and a workbook for developing the strategic and tactical components of a company s business model This part also contains examples of two marketing plans one dealing with the launch of a new offering and the other focused on managing an existing offering Personal Selling Ronald B. Marks,1988

Instructor's Manual for Personal Selling James Ryland Young,Robert W. Mondy,1978 *Assessing the Different Roles of Marketing Theory and Practice in the Jaws of Economic Uncertainty* Harlan E. Spotts,2014-11-10 This volume includes the full proceedings from the 2004 Academy of Marketing Science AMS Annual Conference held in Vancouver Canada entitled Assessing the Different Roles of Marketing Theory and Practice in the Jaws of Economic Uncertainty It include papers aimed to create awareness of the issues trends and advances associated with current marketing theories and practices Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complementing the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science **Basics of Marketing**

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Proceedings of the 1983 Academy of Marketing Science (AMS) Annual Conference John C. Rogers III,William A.

Dempsey, Charles W. Lamb, Jr., Dale M. Lewison, Patrick L. Shul, Saraswati P. Singh, 2015-06-26 This volume includes the full proceedings from the 1983 Academy of Marketing Science AMS Annual Conference held in Miami Florida It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing history marketing management marketing education industrial marketing and international marketing among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy's flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science Theory and Practice of Advertising S. Roland Hall, 1926 **Marketing in the Dark** Jonathan Hill, 2018-12-17 The communication techniques used by people and organisations have changed beyond recognition in barely two decades For many it is difficult to imagine a world without the internet social media and smartphones As a result marketers have been presented with a profusion of technology to target customers This research study looks at the markedly different communications landscape in developing nations where multinationals cannot assume the availability of modern day marketing communications tools basic infrastructure or that consumers are literate Marketing in the Dark examines the methods used to reach consumers in the world's media dark regions with an emphasis on Unilever's Project Shakti in India **The Handbook of Selling** Gary M. Grikscheit, Harold C. Cash, Clifford E. Young, 1993-03-22 Updated and revised to present a clear yet basic understanding of the objectives ideas and tools needed to sell effectively Focuses on developing managerial skills analyzing customers requirements and personalities to create dynamic strategies Discusses ways of handling objections breaks down closing techniques explores group dynamics involved in selling to a committee rather than individuals New features include application of computer video recording and playback technology to develop and measure key behaviors in the sales process *Advertising Management : Theory & Practice* Dr. Mahendra Kumar Padhy, 2011-06 Listening Elizabeth S. Parks, Meara H. Faw, Laura R. Lane, 2024-08-22 A vital and comprehensive starting place for understanding the key concepts this book explores 177 diverse types and styles of listening named in academic scholarship to date This book is an encyclopaedic style synthesis of existing literature related to listening styles and types Through online academic resource curation and literature review synthesis this key reference work offers a deep dive into the interdisciplinary foundations of listening By providing a brief descriptive overview of each of the identified listening styles and types as well as the inclusion of key scholars related to them this book challenges assumptions about listening as a singular communicative activity and

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Encyclopaedia Britannica, Inc. V. Federal Trade Commission ,1976 *Proceedings of the 1998 Academy of Marketing Science (AMS) Annual Conference* John B. Ford,Earl D. Honeycutt, Jr.,2015-02-05 This volume includes the full proceedings from the 1998 Academy of Marketing Science AMS Annual Conference held in Norfolk Virginia The research and presentations offered in this volume cover many aspects of marketing science including marketing strategy consumer behaviour entrepreneurial marketing international marketing advertising marketing education among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science **Credits and Collections in Theory and Practice** Theodore N. Beckman,1924 Modern Marketing (Principles and Practices) R S N Pillai,2010-12 The revised and updated edition of the book Modern Marketing caters to the needs of students of marketing to meet the current difficult situations of business Nine new chapters have been added

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